

FIG.1

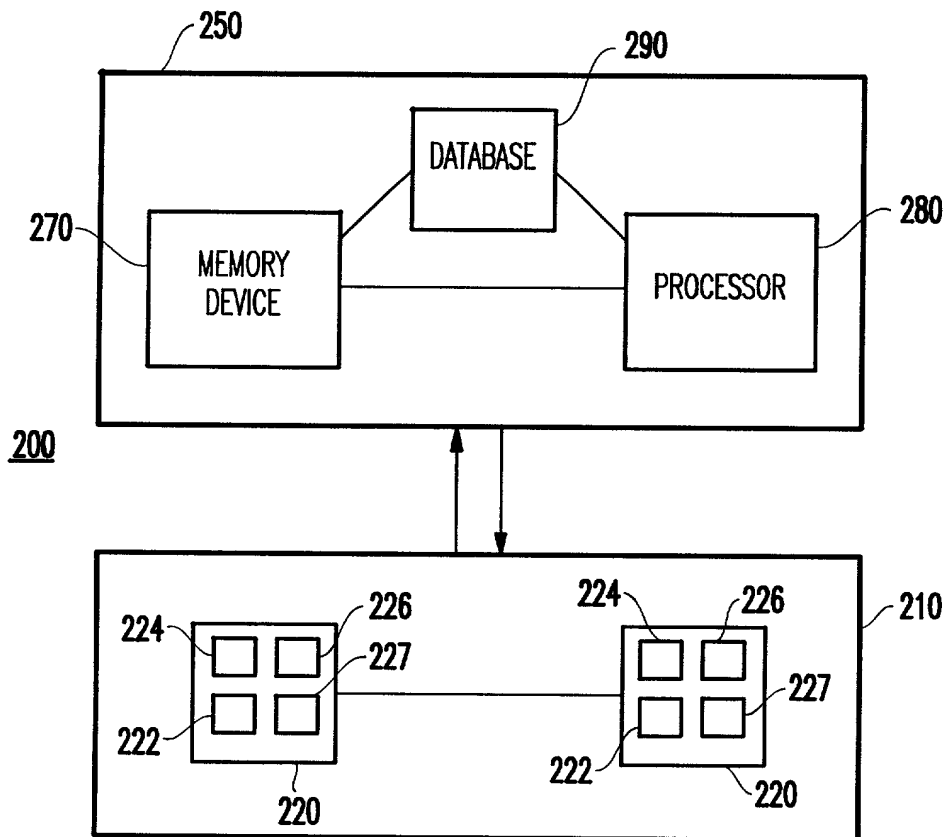


FIG.2A

SELLER - XYZ COMPANY

300	MERCHANDISE DESCRIPTION	LOT NUMBER	EXPIRATION DATA	PRICE PER UNIT (\$)
	ASPIRIN, BRAND X	99-001	1/02	1.50
		99-002	12/02	2.00
		00-003	12/03	2.50
310	ASPIRIN, BRAND Y	00-001	12/03	2.50
		00-002	6/03	3.00
		01-003	6/04	4.00
	320			

FIG.2B

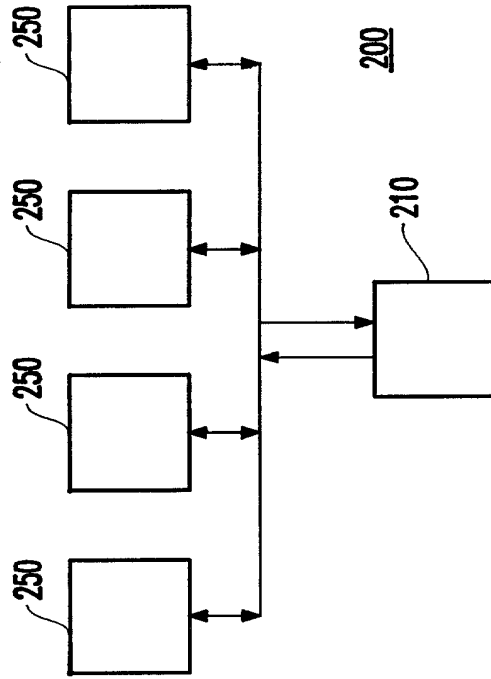


FIG. 3A

351 INITIAL PRICE = COST TO SELLER X (1+ x% PROFIT MARGIN)

352 FINAL PRICE = y% OF INITIAL PRICE

353 PRICE REDUCTION PER UNIT PERIOD =  $\frac{(\text{INITIAL PRICE} - \text{FINAL PRICE})}{\# \text{ OF UNIT PERIODS IN EXPIRATION PERIOD}}$

354 ADJUSTED INITIAL PRICE = INITIAL PRICE - ((PRICE REDUCTION PER UNIT PERIOD) X (# OF UNIT PERIODS))

355 TOTAL PRICE OF MERCHANDISE TO PURCHASER = ADJUSTED INITIAL PRICE - QUANTITY DISCOUNT FACTOR + SHIPPING CHARGE + APPLICABLE TAXES

FIG. 3B

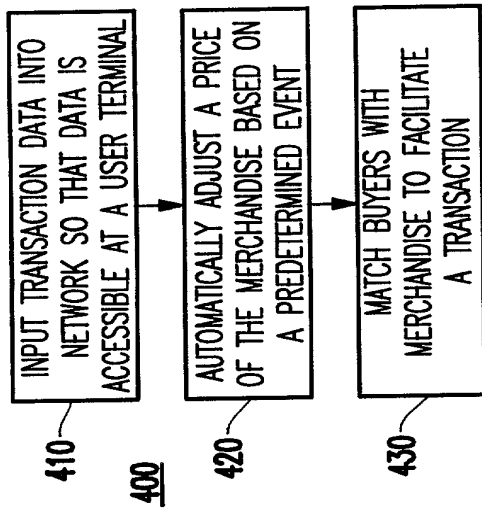


FIG. 4

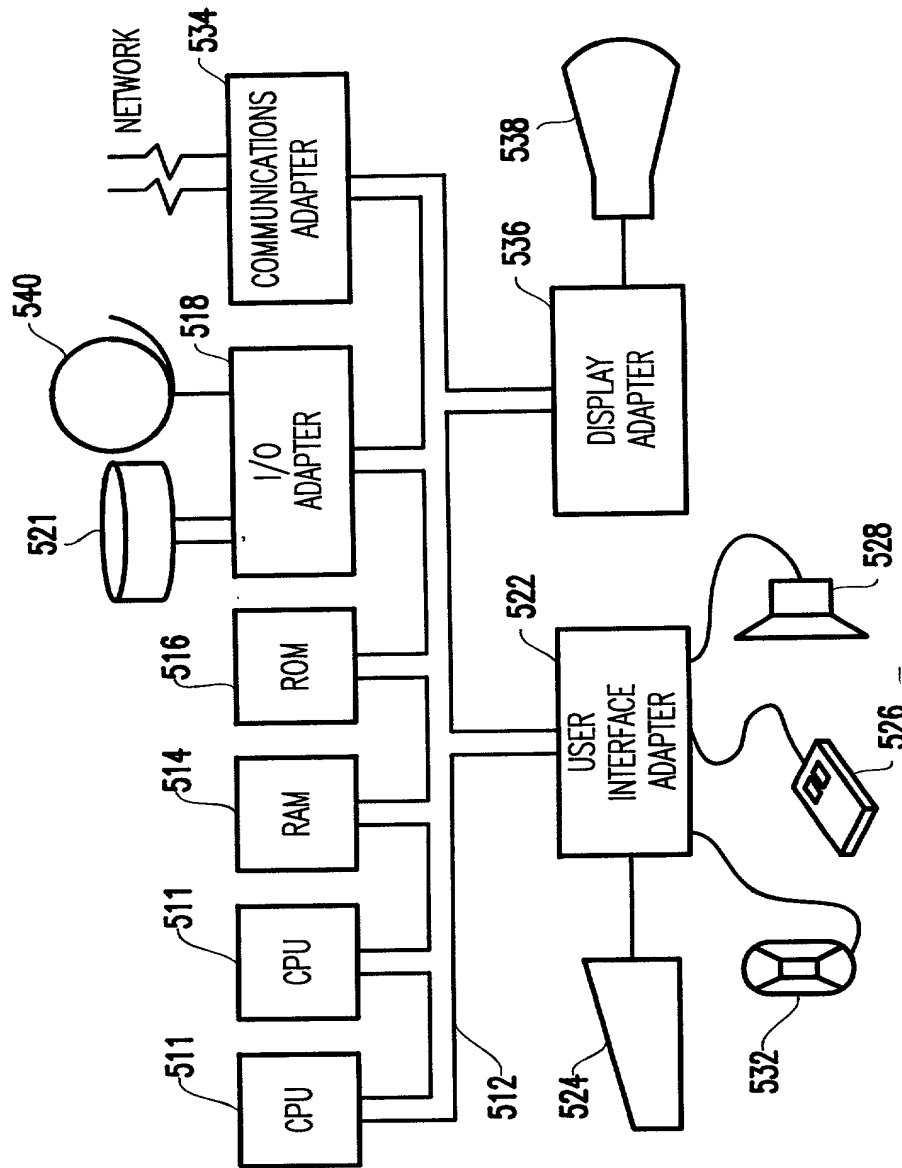


FIG. 5

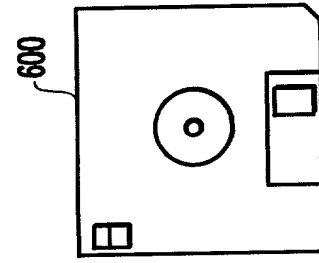


FIG. 6